From:	Michael Balcorta
To:	Tyler Mitchell
Cc:	Anton Benbalit; Stephen Best; Bailey Quintrell; Jeff LaBarge; Dustin Soptich; James Torres-Gonsales; Daniel Cohen; Tee Jane Teh; Eligio Lara; Felix Diaz; Daniel Rios; Kevin Cox; Vinay Raju
Subject:	RE: Santa Maria - Condor
Date:	Monday, October 23, 2023 10:43:19 AM

Thanks Tyler!

I can make my self available if anyone needs to talk when they get here.

Thank you,

Michael Balcorta, Police Business Systems Analyst
Santa Maria Police Department
1111 W. Betteravia Rd
Office: 805-928-3781 ext 1366
Direct: 805-361-9037

From: Tyler Mitchell <tyler.mitchell@flocksafety.com>
Sent: Monday, October 23, 2023 10:39 AM
To: Michael Balcorta <mbalcorta@cityofsantamaria.org>
Cc: Anton Benbalit <anton.benbalit@flocksafety.com>; Stephen Best <sbest@cityofsantamaria.org>; Bailey Quintrell <bailey@flocksafety.com>; Jeff LaBarge <jeff.labarge@flocksafety.com>; Dustin Soptich <dustin.soptich@flocksafety.com>; James Torres-Gonsales <james.torresgonsales@flocksafety.com>; Daniel Cohen <dcohen@cityofsantamaria.org>; Tee Jane Teh <tteh@cityofsantamaria.org>; Eligio Lara <elara@cityofsantamaria.org>; Felix Diaz <fdiaz@cityofsantamaria.org>; Daniel Rios <drios@cityofsantamaria.org>; Kevin Cox <kevin.cox@flocksafety.com>; Vinay Raju <vinay.raju@flocksafety.com>
Subject: Re: Santa Maria - Condor

*** EXTERNAL EMAIL: Please use caution when opening links or attachments.***

Hi Michael,

That sounds good - I'll be joining with a technician on our Product Deployment team to help lead this install for you on Thursday morning to make sure we are capturing your areas of interest. We can meet whenever you guys are ready as we are arriving in the area Wednesday night with all of the materials.

On Mon, Oct 23, 2023 at 10:29 AM Michael Balcorta <mbalcorta@cityofsantamaria.org> wrote:

> Good morning,
>
> The idea behind the camera is to see the southside businesses as well as the 2 intersections. So mounting it on the southside of the pole would be ideal.
>
> I would still like to have someone involved during that portion of installation if that's okay.

Thanks all!

Michael Balcorta, Police Business Systems Analyst
Santa Maria Police Department
1111 W. Betteravia Rd
Office: 805-928-3781 ext 1366
Direct: 805-361-9037

From: Anton Benbalit <anton.benbalit@flocksafety.com>
Sent: Thursday, October 19, 2023 6:59 PM
To: Stephen Best <sbest@cityofsantamaria.org>
Cc: Bailey Quintrell <bailey@flocksafety.com>; Michael Balcorta <mbalcorta@cityofsantamaria.org>; Jeff LaBarge <jeff.labarge@flocksafety.com>; Dustin Soptich <dustin.soptich@flocksafety.com>; Tyler Mitchell <tyler.mitchell@flocksafety.com>; James Torres-Gonsales <james.torresgonsales@flocksafety.com>; Daniel Cohen <dcohen@cityofsantamaria.org>; Tee Jane Teh <tteh@cityofsantamaria.org>; Eligio Lara <elara@cityofsantamaria.org>; Felix Diaz <fdiaz@cityofsantamaria.org>; Daniel Rios <drios@cityofsantamaria.org>; Kevin Cox <kevin.cox@flocksafety.com>; Vinay Raju <vinay.raju@flocksafety.com>
Subject: Re: Santa Maria - Condor

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Corporal Best - thank you for the update.

Michael - we will wait to hear from you on next steps. Please let us know when you get a minute.

On Thu, Oct 19, 2023 at 4:54 PM Stephen Best <sbest@cityofsantamaria.org> wrote:

> Michael will make the final call.
> I'd vote to have it mounted on the west side of the pole. The PTZ should allow us to look north into the CVS parking and south into the alley behind 7-Eleven and still allow viewing of the intersection of Grant and Broadway.
>
> Corporal Stephen L. Best
> Santa Maria Police Department
> 1111 W. Betteravia Rd., Santa Maria, CA 93455
> (805)928-3781 X2491
> FAX 805-349-9239
> sbest@ci.santa-maria.ca.us
> sbest@cityofsantamaria.org
>
> WARNING! The information contained in this transmission is privileged and confidential. It is intended only for the use of the person(s) named above. If you are not the intended recipient, you are hereby notified that any review, dissemination, distribution or duplication of this

communication is strictly prohibited. If you are not the intended recipient, please contact the sender by reply email and destroy all copies of the original message and any attachments.

From: Anton Benbalit <anton.benbalit@flocksafety.com>
Sent: Thursday, October 19, 2023 4:49 PM
To: Bailey Quintrell <bailey@flocksafety.com>
Cc: Michael Balcorta <mbalcorta@cityofsantamaria.org>; Jeff LaBarge <jeff.labarge@flocksafety.com>; Dustin Soptich <dustin.soptich@flocksafety.com>; Tyler Mitchell <tyler.mitchell@flocksafety.com>; James Torres-Gonsales <james.torresgonsales@flocksafety.com>; Daniel Cohen <dcohen@cityofsantamaria.org>; Tee Jane Teh <tteh@cityofsantamaria.org>; Eligio Lara <elara@cityofsantamaria.org>; Felix Diaz <fdiaz@cityofsantamaria.org>; Stephen Best <sbest@cityofsantamaria.org>; Daniel Rios <drios@cityofsantamaria.org>; Kevin Cox <kevin.cox@flocksafety.com>; Vinay Raju <vinay.raju@flocksafety.com>
Subject: Re: Santa Maria - Condor

*** EXTERNAL EMAIL: Please use caution when opening links or attachments.***

Thank you Bailey.

Good afternoon Michael & Santa Maria team - I just wanted to follow up here and see if you have had some to decide on the placement of the camera? I'd recommend we take Bailey's approach as we figure out the exact angle that you want. I want to make sure to get this project up and running for you guys, so please let me know when you get a minute. Feel free to call me directly as well at (206) 432-1524.

Talk to you soon.
- Anton

On Sat, Oct 14, 2023 at 9:39 AM Bailey Quintrell <bailey@flocksafety.com> wrote:

> Hi Michael,
> The camera can be adjusted later by loosening band clamps and moving the mount around the pole, it's pretty easy to do.
> Probably best for us to install in the most common position with the camera mounted on the street side of the pole. If after using the camera during the demo you determine that a different position would be better we can adjust the next time we are on site.
>
> **Bailey Quintrell**
> **SVP, Growth**
>
> 404.406.8778 flocksafety.com

App Banner Image

On Thu, Oct 12, 2023 at 2:43 PM, Michael Balcorta <mbalcorta@cityofsantamaria.org> wrote:

> Thank you for the reply.
>
> We won't be able to make a good judgement on what the placement of the camera until we actually see the product's field of view.
>
> Do you need us to make a decision now or is there a way to hold off on the permanent placement for now and have one of our representatives be a part of that portion of installation?
>
> Thank you,
>
> **Michael Balcorta, Police Business Systems Analyst**
> Santa Maria Police Department
> 1111 W. Betteravia Rd
> Office: 805-928-3781 ext 1366
> Direct: 805-361-9037
>
> ---
>
> **From:** Bailey Quintrell <bailey@flocksafety.com>
> **Sent:** Thursday, October 12, 2023 2:23 PM
> **To:** Michael Balcorta <mbalcorta@cityofsantamaria.org>
> **Cc:** Anton Benbalit <anton.benbalit@flocksafety.com>; Jeff LaBarge <jeff.labarge@flocksafety.com>; Dustin Soptich <dustin.soptich@flocksafety.com>; Tyler Mitchell <tyler.mitchell@flocksafety.com>; James Torres-Gonsales <james.torresgonsales@flocksafety.com>; Daniel Cohen <dcohen@cityofsantamaria.org>; Tee Jane Teh <tteh@cityofsantamaria.org>; Eligio Lara <elara@cityofsantamaria.org>; Felix Diaz <fdiaz@cityofsantamaria.org>; Stephen Best <sbest@cityofsantamaria.org>; Daniel Rios <drios@cityofsantamaria.org>; Kevin Cox <kevin.cox@flocksafety.com>; Vinay Raju <vinay.raju@flocksafety.com>
> **Subject:** RE: Santa Maria - Condor

*** EXTERNAL EMAIL: Please use caution when opening links or attachments.***

Hi Michael,
I'll answer for Anton- yes the home can be easily adjusted and additional preset locations can also be added by users with appropriate permissions.

However, the orientation of the camera on the pole still matters to be sure the camera is placed so that the pole doesn't block a view that is important.

Bailey Quintrell
SVP, Growth

404.406.8778 flocksafety.com

App Banner Image

On Thu, Oct 12 2023 at 1:24 PM, Michael Balcorta <mbalcorta@cityofsantamaria.org> wrote:

> Anton,
>
> Just making sure that if we choose a location now, since it's a PTZ the "home" can be changed after install?
>
> Also those dates work for us.
>
> Thank you,
>
> **Michael Balcorta, Police Business Systems Analyst**
> Santa Maria Police Department
> 1111 W. Betteravia Rd

Office: 805-928-3781 ext 1366
Direct: 805-361-9037

From: Anton Benbalit <anton.benbalit@flocksafety.com>
Sent: Wednesday, October 11, 2023 3:57 PM
To: Michael Balcorta <mbalcorta@cityofsantamaria.org>; Jeff LaBarge <jeff.labarge@flocksafety.com>; Dustin Soptich <dustin.soptich@flocksafety.com>; Tyler Mitchell <tyler.mitchell@flocksafety.com>; James Torres-Gonsales <james.torresgonsales@flocksafety.com>
Cc: Daniel Cohen <dcohen@cityofsantamaria.org>; Tee Jane Teh <tteh@cityofsantamaria.org>; Eligio Lara <elara@cityofsantamaria.org>; Felix Diaz <fdiaz@cityofsantamaria.org>; Stephen Best <sbest@cityofsantamaria.org>; Daniel Rios <drios@cityofsantamaria.org>; Bailey Quintrell <bailey@flocksafety.com>; Kevin Cox <kevin.cox@flocksafety.com>; Vinay Raju <vinay.raju@flocksafety.com>
Subject: Re: Santa Maria - Condor

*** EXTERNAL EMAIL: Please use caution when opening links or attachments.***

One more question here - would you be good with an install on the 25th or 26th of October?

On Wed, Oct 11, 2023 at 1:44 PM Anton Benbalit <anton.benbalit@flocksafety.com> wrote:

> Good afternoon Santa Maria PD,
>
> A few more questions came up on the Condor install:
>
> - Which side of the pole does Santa Maria want the camera to be on?
> - What do you want to be watching most of the time?
>
> - We are guessing the intersection, but secondary viewing could be the parking lot to the N.
>
> Please let us know when you get a minute. Thank you in advance.
>
> Talk to you soon.
> - Anton
>
> On Tue, Oct 10, 2023 at 4:51 PM Anton Benbalit <anton.benbalit@flocksafety.com> wrote:
>
> > Michael,
> >
> > Would you mind please confirming the following:
> >
> > - Are we going to be able to tap into the light pole via a power pole tap?
> > - Can you confirm that the light runs on 24/7 power and not a timer?

Thank you in advance.

On Tue, Oct 10, 2023 at 3:33 PM Anton Benbalit <anton.benbalit@flocksafety.com> wrote:

> Wanted to include some of the permitting information Michael sent over to me with this email as well. Please find it attached.
>
> On Tue, Oct 10, 2023 at 3:31 PM Anton Benbalit <anton.benbalit@flocksafety.com> wrote:
>
> > Good afternoon all,
> >
> > I hope everyone's day is going great. Thank you for identifying a location and sending that over to me yesterday. Flocks Solutions Consultant, @Dustin Soptich, is working on getting it mapped out right now. I've also included some of the other members of the Flock team that have been working with me on this project. Additionally, I've included some marketing materials that you can hand out to the community to provide more information on Condor. That document is attached to this email.
> >
> > Michael - I will let you connect with @Tyler Mitchell regarding the deployment of the camera, permitting, etc.
> >
> > Hopefully this is helpful. Please feel free to contact me if you have any questions via email or directly on my cell at (206) 432-1524.
> >
> > Talk to you soon.
> > - Anton
> >
> > On Thu, Sep 28, 2023 at 6:40 PM Anton Benbalit <anton.benbalit@flocksafety.com> wrote:
> >
> > > Good evening all,
> > >
> > > As Commander Cohen mentioned - I was able to get one of our Condor PTZ cameras approved for Santa Maria to try-out. We value your partnership and definitely want our most engaged partners trying out our new tools.
> > >
> > > Regarding the marketing materials - I've put in the request to our marketing team to put together a customer facing document that you'll be able to hand out to business owners & communities around Santa Maria. I've included some PD facing documentation on Condor that you can look over in the meantime - you can find it at this link here. As well as attached them below:
> > >
> > > **Case Study - Citrus Heights PD Condor.pdf**
> > >
> > > **Condor Product Spec Sheet.pdf**

Condor Video Overview.mp4

Flock Safety Condor (In Depth) Spec Sheet.pdf

Flock Safety_ Using Condor.mp4

Michael - I am looking forward to you as well. Please let me know when you and Tee come up with a location and we can get it mapped out on a deployment. Would it be beneficial for me to get you introduced to the implementation team?

On Thu, Sep 28, 2023 at 3:58 PM Michael Balcorta <mbalcorta@cityofsantamaria.org> wrote:

> Thank you for setting this up.
>
> I have reached out to @Tee Jane Teh as well to provide some crime stats on various locations. Once we find a suitable location I'll reach out to the city to get an answer ASAP.
>
> I look forward to working more with you Anton.
>
> Thank you,
>
> **Michael Balcorta, Police Business Systems Analyst**
> Santa Maria Police Department
> 1111 W. Betteravia Rd
> Office: 805-928-3781 ext 1366
> Direct: 805-361-9037
>
> ---
>
> **From:** Daniel Cohen <dcohen@cityofsantamaria.org>
> **Sent:** Thursday, September 28, 2023 9:13 AM
> **To:** Michael Balcorta <mbalcorta@cityofsantamaria.org>
> **Cc:** Anton Benbalit <anton.benbalit@flocksafety.com>; Eligio Lara <elara@cityofsantamaria.org>; Felix Diaz <fdiaz@cityofsantamaria.org>; Stephen Best <sbest@cityofsantamaria.org>; Daniel Rios <drios@cityofsantamaria.org>
> **Subject:** FW: Santa Maria - Condor
>
> Michael –
>
> Flock safety is interested in providing SMPD a camera to test and evaluate. Tentatively they would like to install it on 10/16/23. Please coordinate with CSU/DB to find a suitable to location. Then, please coordinate with Antouan and the City to expedite the permit process.
>
> Antoun will be sending some marketing materials so CSU can share and demo this solution to local businesses and other City departments who are frustrated by crime or want a preventative

solution.

Thank you,

Dan

Dan Cohen, Division Commander
Santa Maria Police Department
(805) 928-3781 X-1234

From: Anton Benbalit <anton.benbalit@flocksafety.com>
Sent: Wednesday, September 27, 2023 5:53 PM
To: Daniel Cohen <dcohen@cityofsantamaria.org>
Subject: Santa Maria - Condor

*** EXTERNAL EMAIL: Please use caution when opening links or attachments.***

Commander Cohen,

I have some good news for you. I've been able to get a Condor camera approved for Santa Maria PD for you guys to play around with. Please let me know if you have a few minutes to connect.

Talk to you soon.
- Anton

--

photo

Antouan Benbalit
Territory Sales Manager

206.432.1524 flocksafety.com

App Banner Image

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Anton Benbalit

Territory Sales Manager

206.432.1524 | anton.benbalit@flocksafety.com

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Tyler Mitchell

Sr. Manager, Product Operations

312.868.1199 | tyler.mitchell@flocksafety.com